

Harrisburg International Airport

www.flyHIA.com

October 5, 1999

Mr. Mark Stambaugh
Stambaugh Aviation, Inc.
P.O. Box 149
Middletown, PA 17057

Dear Mr. Stambaugh:

The Susquehanna Area Regional Airport Authority invites your company to submit information in response to the enclosed Request for Qualifications (RFQ). The Authority seeks an exceptional business partner to conduct a Fixed Base Operation (FBO) at Harrisburg International Airport (MDT). A 50,000-square foot former corporate hangar is available for lease.

Please review the RFQ thoroughly and prepare a submission consistent with its requirements. The deadline for submissions is 4:00 P.M., EST, Tuesday, November 2, 1999. Also, the Authority will afford companies an opportunity to tour the hangar facility and ask questions concerning the RFQ at a pre-submission conference, scheduled for October 19, 1999.

We look forward to your interest in this partnership.

Sincerely,



Robert L. Hendricks
Property and Retail Manager

/rlh

Enclosure

Cc: Mr. David M. Fleet, Airport Director
Mr. David Holdsworth, SARAA Executive Director

A

REQUEST FOR QUALIFICATIONS

**FULL SERVICE FIXED BASE OPERATOR
HARRISBURG INTERNATIONAL AIRPORT (MDT)**

Issued by:

**SUSQUEHANNA AREA REGIONAL AIRPORT AUTHORITY
135 York Drive
Suite 100
Middletown, PA 17057**

October 5, 1999

Full Service Fixed Base Operator RFQ
Susquehanna Area Regional Airport Authority
Harrisburg International Airport
October 5, 1999

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Full Service Fixed Base Operator RFQ
Susquehanna Area Regional Airport Authority
Harrisburg International Airport

I. Introduction

1. Purpose of Request

The Susquehanna Area Regional Airport Authority (SARAA), owner of Harrisburg International Airport (MDT) and Capital City Airport (CXY), invites interested Fixed-Base Operators to submit Statements of Qualifications to provide high-quality aviation service, repair, maintenance, fueling and related products from an existing hangar facility at MDT. SARAA expects interested parties to conduct business under a non-exclusive right and privilege in a manner that exceeds established minimum standards in order to successfully handle commercial and based general aviation aircraft as well as attract transient aircraft to MDT.

2. Description of Facility and Desired Services

SARAA is purchasing the corporate hangar facility of AMP, Inc., recently acquired by Tyco International, Inc. Tyco has determined that the hangar is excess to its needs. This transaction will be completed by January 2000. It has been determined that occupancy could occur by April 2000.

The hangar is a divisible 50,000 square-foot Class A building with two large bays for aircraft storage and maintenance. Each bay is approximately 17,125 square feet with 85-foot door openings. The hangar sits on approximately 5.2 acres at the west-end corporate hangar area of HIA. Additionally, the site and hangar include the following amenities:

- Areas for shops, catering, snack bar, lounges and offices
- 97-space paved automobile parking lot (used in common with other tenants)
- 63,000 square-foot ramp/aircraft parking apron
- 48,000-gallon AVFUEL fuel farm (4 12,000-gallon USTs, compliant)

The site and facility are shown in Exhibit A, attached to this RFQ. Also, a list of residual personal property is available for use by the FBO (same Exhibit).

INTERESTED PARTIES ARE HEREBY NOTIFIED THAT SARAA HAS ARRANGED A PRE-SUBMISSION CONFERENCE AND TOUR OF THE HANGAR FOR TUESDAY, OCTOBER 19, 1999 AT 10:00 A.M. IN THE CONFERENCE ROOM ON THE MAIN LEVEL OF THE AMP, INC. HANGAR, 517 AIRPORT DRIVE, HARRISBURG INTERNATIONAL AIRPORT, MIDDLETON, PENNSYLVANIA. ATTENDANCE AT THIS MEETING IS MANDATORY IN ORDER FOR YOUR COMPANY TO BECOME A CANDIDATE FOR CONSIDERATION. Directions are available by calling (717) 948-4643.

3. Brief Description of Existing FBO Operations

SARAA currently has lease and authorization agreements with two FBOs. Aero Services International, Inc. has operated on the airfield since 1997 with fueling services, commercial and GA maintenance and repair, tie-down and limited aircraft storage facilities. Stambaugh's Air Service, Inc. was established in 1974 and has supplied fueling, maintenance and repair, tie-down and storage services continuously in concert with the company's heavy aircraft maintenance operation in two large hangars. Both existing FBOs are situate in the central portion of the airfield.

Existing FBOs, including Harrisburg Jet Center, Inc. at Capital City Airport, are eligible to submit a Statement of Qualifications in order to become a candidate for consideration.

4. Airport Background

The Susquehanna Area Regional Airport Authority airport system serves central Pennsylvania with commercial passenger and cargo service through two facilities – Harrisburg International Airport and Capital City Airport. The two airports are under the ownership of the Susquehanna Area Regional Airport Authority. The authority is directed by representatives of the counties of York, Dauphin and Cumberland; the cities of York and Harrisburg; the townships of Fairview and Lower Swatara; and, the town of Middletown. Both airports are managed under a long-term contract by BAA Harrisburg, Inc.

A multi-page factsheet is attached at Exhibit B, providing background on the Airport.

A preliminary Master Plan for Harrisburg International Airport has recently been developed with assistance from Leigh Fisher Associates. An illustrative version is provided as Exhibit C.

II. Minimum Standards, Qualifications Submittal and Financial Requirements

1. Minimum Standards

A fixed-base operator is hereby defined as a firm or corporation engaging in full-scale commercial aviation services and activities, as set forth in the minimum standards as indicated here and under the appropriate lease or legal arrangement.

SARAA expects the successful FBO to serve all needs of the Airlines and general aviation public, in a non-discriminatory manner, as a full-service fixed base operator. The hours of operation and required aeronautical/aviation services are described beginning on the next page.

Hours of Operation

5:00 A.M. through 12:00 A.M., seven (7) days per week including holidays; after-hours services shall be available by prior arrangement

Required Services

1. Fuel and Oil Sales
2. Ground Handling and Customer Services
3. Aircraft, Engine and Accessory Maintenance
4. Aircraft Parts and Supply Sales
5. Aircraft Storage

2. Qualifications Submittal

1. *Identification of Aviation Services for Operations at MDT*

The Submittal must clearly identify the set of required and any optional services which the FBO will provide at MDT. Further, each service should be described in a manner that conveys the company's familiarity and understanding of the specific needs and expectations of commercial and general aviation partners at MDT and how each of its services will meet or exceed expectations.

2. *Copies of Certifications and Updates*

The FBO will furnish in its Submittal true and correct copies of all current Federal, state and/or local certifications and updates thereto required to permit it to operate at Airports in the United States. Additionally, the FBO is required to provide a record of any violations of FAA Part 139, Part 145 and any other applicable FAA regulation having occurred at any of its operations during the past three years.

3. *Company Security and Customer Service Procedures*

The FBO will supply its written security procedures/manuals, applicable to all personnel when in conduct of its business. Likewise, the FBO will provide its written customer service standards and practices used to educate its employees in providing high-quality aviation services to customers.

4. *Employee Requirements*

The FBO shall furnish an illustrative staffing plan for providing the services described in Item 1 above. The plan must indicate the number of A & P technicians and the coverage anticipated during any 24-hour period. Also, the FBO shall sufficiently describe its employee hiring and disciplinary procedures, including all requirements for screening and background verifications as well as drug and alcohol testing.

5.

Employee Training and Recruitment Program

The submittal shall include a description of the FBO's training and recruitment efforts in support of its operation at MDT. The FBO shall describe the types and number of hours per year of training for each staff position. The FBO shall describe the strategies it will use to recruit new employees such as trade school outreach, job placement services and the like.

6.

Subtenants/Subcontractors

The FBO shall disclose any tenants which it knows now will occupy the hangar if a lease with SARAA is approved. This information will not be released. The FBO shall also disclose any sublease or co-venture arrangement with another reputable party for maintenance or any other required or optional aviation service.

3. Financial Information Questionnaire

A financial questionnaire is attached at Exhibit D. The submittal MUST include a fully completed questionnaire. Any submittal that does not include a substantially complete questionnaire, solely based upon SARAA's discretion, will be rejected.

III. Submittal Requirements

1. Submittal Format and Content

To be considered for evaluation, the length of submittals shall not exceed 15 pages (one-sided and double-spaced) of data developed for responding to this RFQ. The limitation does not include index sheets, general promotional materials, a brief transmittal letter or required attachments such as certification forms or the Financial Questionnaire.

Submittals shall be organized as follows:

Cover

Transmittal Letter

Index/Table of Contents

Items 1 through 6, as described in Section II.2. above

Financial Questionnaire

List of Current References/Operations

Attachments

The materials presented in the Statements of Qualifications is expected to clearly reflect qualifications that demonstrate the FBOs superior ability and experience in managing and providing aviation services to commercial and general aviation customers.

2. Submittal Deadline

Twelve (12) copies of the Statements of Qualifications must be submitted to Mr. David M. Fleet, Airport Director, Harrisburg International Airport at 135 York Drive, Suite 100, Harrisburg International Airport, Middletown, Pennsylvania 17057. Express delivery of the Statement of Qualifications can be sent to the same address.

Statements of Qualifications shall be submitted in a sealed package marked, "Statement of Qualifications, Full Service Fixed Base Operator, Harrisburg International Airport". Submittals must be received no later than 4:00 p.m., EST, on November 2, 1999.

Only those submittals received prior to this date and time and meeting all the requirements of the RFQ will be considered. No submittal will be considered or accepted which is submitted by an FBO that is in default under the terms of any existing agreement with SARAA or which has failed to faithfully perform its obligations under any previous agreement with SARAA. Submittal transmittal letters shall be signed by an authorized representative of the FBO.

It is believed that this RFQ document contains all the information that is needed to prepare an adequate response. However, any questions or requests for information that may arise must be submitted in writing by 4:00 p.m., EST, on October 14, 1999 to Mr. David M. Fleet at the address noted above. Responses, where deemed appropriate, will be given during the pre-submittal conference. Discussions concerning any matter related to this request with BAA Harrisburg, Inc. staff, SARAA staff or members of SARAA's Board of Directors are expressly prohibited and shall result in the rejection of the offender's submittal.

IV. Selection Process

The provision of quality FBO services at MDT is essential to meeting the expectations of SARAA's commercial and general aviation partners. The successful candidate will be that FBO which, through its experience, reputation, demonstrated ability and level of interest, possesses, in SARAA's opinion, the best overall qualifications.

The procedure for selection is described in the following steps:

1. A committee of SARAA Board members and BAA Harrisburg staff will review Statements of Qualifications from FBOs. The selection committee may identify a short list of FBO candidates for further review, depending upon the response to this RFQ.
2. At the discretion of SARAA, candidates may be required to make a presentation and be interviewed at the SARAA offices by the selection committee. If this step is used, the FBO must be represented by a corporate officer(s) of the company, along with the individual who would likely be general manager of the operation at MDT. The potential general

3. manager must play a lead or equal role in the presentation and interview, discussing the company's ability to satisfy the requirements for services.
4. A ranking of candidates will be accomplished by the selection committee whereby a recommended FBO will be selected. The recommended FBO will enter into negotiations with SARAA on a lease agreement setting out the rights, obligations, terms and conditions to operate an FBO at MDT.
4. If a mutually satisfactory lease agreement cannot be reached with the first ranked FBO, negotiations will be terminated with that candidate and a negotiation may be initiated with the second ranked FBO. The process may be repeated until a mutually satisfactory lease agreement is reached.

When a lease agreement is reached, a recommendation will be made to the SARAA Board of Directors to execute the lease agreement.

SARAA reserves the right to reject any proposal at its discretion for any reason.

V. Miscellaneous

This RFQ is not to be construed as a contract or a commitment of any kind, nor does it commit SARAA to pay for any costs incurred in the preparation of a Statement of Qualifications or of any costs incurred prior to the execution of a lease agreement.

A FINANCIAL PROPOSAL OR BID ADDRESSING PAYMENTS TO SARAA INCLUDING, BUT NOT LIMITED TO, RENTS, SALES COMMISSIONS, FUEL FLOWAGE FEES, AND/OR PERCENTAGES ON OTHER SALES OR SERVICES, IS EXPRESSLY EXCLUDED FROM THIS REQUEST.

SARAA reserves the sole right to: (1) evaluate Statements of Qualifications; (2) waive any irregularities therein; (3) select candidates for selection interviews; (4) request supplemental or additional information as deemed necessary; (5) contact other parties or references to verify information provided in the Statements of Qualifications; or (6) reject any and all submittal(s), should it be deemed in the best interest of SARAA.

No communications, meetings, briefings or debriefings shall occur with SARAA or BAA Harrisburg, Inc. officials or staff unless specifically authorized by the Airport Director. Again, a pre-submission conference has been scheduled on Tuesday, October 19, 1999 for all questions and information sharing concerning the RFQ.

Exhibit A

AMP/TYCO Hangar Drawings and Related Personal Property

AMP Hangar Inventory
Harrisburg International Airport

August 12, 1999

Remove	Stay	ITEM DESCRIPTION
		2 ea large pallet racks, tan color, with used paint (1 st flr SE)
		2 ea large pallet racks with 1 shelve, tan color, (storage rm 1 st flr W)
		1 ea 2 shelf unit, tan color (storage rm 1 st flr W)
		1 ea server connection rack (elect rm 1 st flr W)
		1 ea Aircraft generator tester (battery rm 1 st flr W)
		1 ea work bench small with drawer and shelf (hall 1 st flr W)
		1 ea 3 shelf unit, white color (paint shop 1 st flr E)
		1 ea 3 shelf unit, gray color (utility rm 1 st flr E)
		1 ea Aircraft tug (1 st flr W)
		1 ea Aircraft tow-bars
		6 ea oxygen bottles (1 st flr W)
		5 ea Nitrogen bottles (1 st flr W)
		1 ea Acetylene bottle (1 st flr W)
		1 ea Hazardous Waste Storage Rm, see photos (1 st flr SW corner)
		6 ea wall cabinets, (avionics repair shop 1 st flr W)
		3 walls of work bench, (avionics repair shop(1 st flr W)
		3 walls of wall cabinets, (avionics repair shop 1 st flr W)
		4 ea base cabinets with double doors in W hangar, white (1 st flr W)
		1 ea work platform, 2 story (1 st flr W hangar)
		1 ea sink base cabinet w/ sink, wood grain , (hall 1 st flr W)
		1 ea metal partition with 1 door & 2 windows, (maint.off 1 st flr W)
		15 door wall cabinets, (maint. office 1 st flr W)
		24 cabinet wall unit with 14 shelves, (maint. office 1 st flr W)
		3 ea large pallet racks, tan color, (N hall 1 st flr W)
		1 ea stainless slope sink, (N hall 1 st flr W)
		1 ea wall mount welding hood, (N hall 1 st flr W)
		3 ea double sided pallet rack with center bin section (2 nd flr SW)
		1 ea metal 3 shelf storage rack, white (2 nd flr SW)
		1 ea metal 4 shelf storage rack, white (2 nd flr SW)

AMP Hangar Inventory

August 12, 1999

Exhibit B

Harrisburg International Airport Factsheet

AirNav: Harrisburg International Airport

Page 1 of 5



This information may not be accurate or current and is not valid for navigation, flight planning, or for use in flight. Always consult the official publications for current and correct information. No warranty of fitness for any purpose is made or implied. If you find errors in the information provided, here is [how to report them](#).

MDT - HARRISBURG INTERNATIONAL AIRPORT HARRISBURG, PA

AIRPORT INFORMATION AS PUBLISHED ON 09 SEPTEMBER 1999

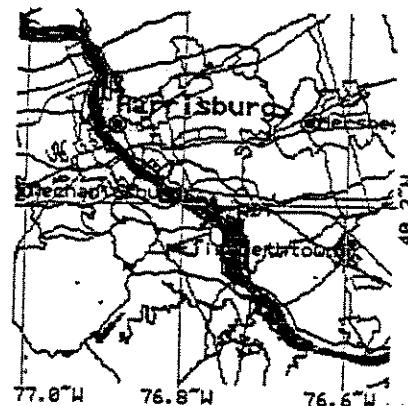
Location

Lat/Long: 40-11-36.583N / 076-45-48.253W
(40.1934953 / -76.7634036)
(estimated)

Elevation: 310 ft. / 94.5 m (surveyed)

Variation: 11W (1990)

From city: 8 miles SE of HARRISBURG, PA



Airport Operations

Facility use: Open to the public

Sectional chart: NEW YORK

Control tower: yes

ARTCC: NEW YORK CENTER

FSS: WILLIAMSPORT FLIGHT SERVICE STATION [1-800-WX-BRIEF]

NOTAMs facility: MDT (NOTAM-D service available)

Attendance: CONTINUOUS

Pattern altitude: TPA 1300 FT MSL (990 FT AGL) PROPS; 1800 FT MSL (1490 FT AGL) JETS.

Segmented circle: no

Lights: DUSK-DAWN

Beacon: white-green (lighted land airport)

Landing fee: yes

Fire and rescue: ARFF index C

Airline operations: Full FAR Part 139 certification, currently receiving scheduled air carrier service

PPR 24 HRS FOR UNSKED ACR OPNS WITH MORE THAN 30 PSGR SEATS CALL AMGR 717-948-3921. ARFF INDEX C SVC AVBL 0600-0000 DLY; ARFF INDEX B SVC AVBL 0000-0600 DLY.

Int'l operations: customs landing rights airport

Airport Communications

ATIS: 118.8

AirNav: Harrisburg Internatc Airport

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HARRISBURG INTL GROUND: 121.7
 348.6
 HARRISBURG INTL TOWER: 124.8
 231.1
 HARRISBURG APPROACH: 118.25(310-079)
 124.1(180-309)
 126.45(080-179)
 HARRISBURG DEPARTURE: 118.25(310-079)
 124.1(180-309)
 126.45(080-179)
 EMERG: 121.5
 243.0
 STAGE-III: 118.25(310-079)
 124.1(180-309)
 126.45(080-179)
 VFR-ADV: 124.8

Radio aids to navigate to the Airport

VOR radial/distance	VOR name	Freq	Var
<u>HAR</u> r125/15.5	HARRISBURG VORTAC	112.50	10W
<u>LR</u> Pr291/22.1	LANCASTER VORTAC	117.30	09W
<u>RA</u> Vr210/22.9	RAVINE VORTAC	114.60	11W
<u>SE</u> Gr179/36.3	SELINGROVE VORTAC	110.40	08W

NDB name	Hdg/Dist	Freq	Var	ID
<u>YORK</u>	029/17.2	285	11W	EUD . . . - - .
<u>BELLGROVE</u>	223/17.4	328	10W	BZJ - . . - . . .

Airport Services

Fuel available: 100LL A
 Airframe service: MAJOR
 Powerplant service: MAJOR
 Bottled oxygen: LOW
 Bulk oxygen: HIGH/LOW

Runway Information

Runway 13/31

Dimensions: 9510 x 200 ft. / 2899 x 61 m
 Surface: asphalt/grooved, in good condition
 Runway edge lights: high intensity
 RUNWAY 13
 Traffic pattern: left

Runway heading: 128 magnetic, 117 true
 Markings: precision instrument
 Markings condition: good
 Latitude: 40-11-57.752N
 Longitude: 076-46-42.957W
 Elevation: 310.1 ft.
 Threshold crossing height: 51 ft. AGL
 Visual glide path angle: 3.00 degrees
 Visual slope indicator: 12-box VASI

RUNWAY 31
 right
 VFR DEPS MAKE RIGHT
 TURN TO 050 DEGS WI 2
 MI.
 308 magnetic, 297 true
 precision instrument
 good
 40-11-15.407N
 076-44-53.558W
 309.3 ft.
 51 ft. AGL
 3.00 degrees
 12-box VASI
 VASI OTS INDEFLY.

AirNav: Harrisburg International Airport

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RVR equipment:	touchdown	
Approach lights:	MALSR: 1,400 foot medium intensity approach lighting system with runway alignment indicator lights	
Runway end identifier lights:	yes	yes
Centerline lights:	yes	yes
Instrument approach:	<u>ILS</u>	<u>ILS</u>
DISPLACED THRESHOLD:	yes	yes
DT distance:	993 ft.	503 ft.
DT latitude:	40-11-53.331N	40-11-17.645N
DT longitude:	076-46-31.530W	076-44-59.338W
DT elevation:	308.1 ft.	308.2 ft.
TOUCHDOWN POINT:	yes	yes
TD elevation:	308.0 ft.	308.0 ft.
TD lights:	no	no
OBSTRUCTIONS:	BRUSH	TREES
Height:	12 ft.	52 ft.
Slope to clear:	1:1	9:1
Distance from threshold:	212 ft.	697 ft.
Distance from centerline:	267 ft. right	488 ft. right
Additional obstruction remarks:	APCH SLOPE 50:1 TO DSPLCD THR.	APCH SLOPE 23:1 TO DSPLCD THR.

Airport Inspection

Inspected by: FAA Airports field personnel from the Eastern Region: Jamaica,
 Last inspection: 17 November 1998
 Federal agreements: - National Plan of Integrated Airport Systems (NPIAS)
 - Grant agreements under FAAP/ADAP/AIP
 - Surplus property agreement under Public Law 289
 - Advance planning agreement under FAAP
 - Assurances pursuant to Title VI, Civil Rights Act of 1964

Airport Operational Statistics

Aircraft based on the field:	86	Aircraft operations: average 225/day
Single engine airplanes:	7	62% commercial
Multi engine airplanes:	45	21% transient general aviation
Jet airplanes:	24	11% military
Helicopters:	2	5% local general aviation
Military:	8	

Remarks

- ANG: PPR ONLY. CTC BASE OPS DSN 430-9312; C717-948-2312; 0730-1600 WEEKDAYS; CLSD WEEKENDS & HOLS.
- FOR OFFL BUS WITH ANG CTC ANG OPNS ON UHF OR BASE OPNS V430-9313.
- ANG PPR AUTOVON 430-9313 OR 717-948-2313.
- EAST APRON CLSD TO TSNT ACFT WITHOUT PRIOR PERMISSION; CALL AMGR 717-948-3919.
- BIRD FLOCKS ON & INVOF ARPT.
- NO TOUCH & GO TFC 1230-1330 & 2300-0600.
- ANG OPNS - NO ACFT PARKING AVBL; CALL 717-944-1787 EXT 231 FOR PARK & FUEL.

Airport Diagram

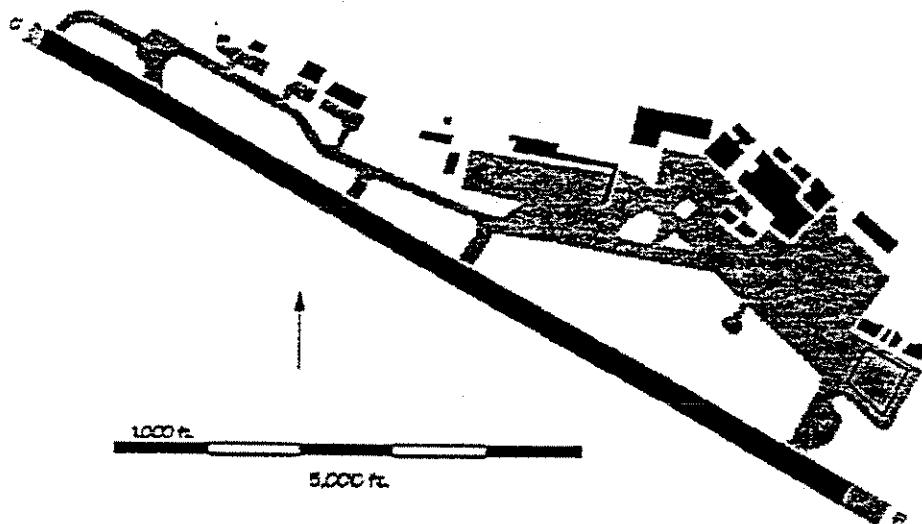


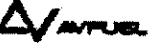
Diagram by the [FAA Office of System Capacity](#)
Any areas in blue represent projected expansions

Services or Facilities at this Airport

Aero Services International	Web	Fuel, Parking, Catering, Car rentals, Public telephone, Restrooms
BAA Harrisburg	Web	Airport management
Stambaugh's Air Service		Fuel

Please add to or correct this list of services and facilities at MDT.

Fuel Prices

FBO	Brand	100LL	Jet A	Mogas	Date
Aero Services International		\$1.92	\$2.00		30 Jul 1999
Stambaugh's Air Service		\$2.15	\$2.00	\$1.54	22 May 1999

Please help us keep these prices current. Click here to update these prices.

Other Web Pages about this Airport

- <http://www.hiahbg.org/>
- <http://www.cumberlink.com/transportation/airports.html>
- <http://www.faa.gov/ats/asc/Airport Data/MDT Data.html>
- <http://www.cap.af.mil/airfield/ViewAirport.asp?view=Thumb&state=PA&code=MDT&filetype>

Please tell us about other pages about MDT or corrections of the page addresses shown above.

Exhibit C

Airport Master Plan – Illustrative Development

Exhibit D

Financial Information Questionnaire

Exhibit E

Fuel Sales Summary 1997 through 1999

9/22/99

HARRISBURG INTERNATIONAL AIRPORT
FUEL FLOWAGE
CALENDAR YEAR 1997

<u>SIGNATORY PASSENGER AIRLINES:</u>	Stambaugh Gallons	Piedmont Gallons	Stambaugh Flowage Fees	Piedmont Flowage Fees	TOTAL GALLONS	TOTAL FUEL FLOWAGE FEE
Air Ontario	220,179		\$11,008.95		220,179	\$11,008.95
Air Trans Airways	394,385		\$19,719.25		394,385	\$19,719.25
Atlantic Coast - United Express	37,264		\$1,863.20		37,264	\$1,863.20
American Airlines	1,450,675		\$72,533.75		1,450,675	\$72,533.75
Comair Airlines	239,514		\$11,975.70		239,514	\$11,975.70
Continental Airlines	130,975	23,381	\$6,548.75	\$1,169.05	154,356	\$7,717.80
Delta Airlines	544,715		\$27,235.75		544,715	\$27,235.75
Mesaba Aviation	85,996	14,641	\$4,299.80	\$732.05	100,637	\$5,031.85
North West Airlines	940,889	218,982	\$47,044.45	\$10,949.10	1,159,871	\$57,993.55
United Airlines	1,366,342		\$68,317.10		1,366,342	\$68,317.10
USAir	1,321,168		\$66,058.40		1,321,168	\$66,058.40
USAir Express	558,371	120,522	\$27,918.55	\$6,026.10	678,893	\$33,944.65
PASSENGER TOTAL	7,290,473	377,526	\$364,523.65	\$18,876.30	7,667,999	\$383,399.95
 <u>SIGNATORY CARGO AIRLINES:</u>						
Airborne Express	112,808	36	\$5,640.40	\$1.80	112,844	\$5,642.20
Burlington Air Freight	125,276	77,401	\$6,263.80	\$3,870.05	202,677	\$10,133.85
Emery	559,266		\$27,963.30		559,266	\$27,963.30
Federal Express	1,161,329		\$58,066.45		1,161,329	\$58,066.45
Federal Express Feeder	53,737		\$2,686.85		53,737	\$2,686.85
UPS	407,656	83,369	\$20,382.80	\$4,168.45	491,025	\$24,551.25
CARGO TOTAL	2,420,072	160,806	\$121,003.60	\$8,040.30	2,580,878	\$129,043.90
 <u>NON-SIGNATORY/JET A TOTAL</u>	<u>835,506</u>	<u>5,503</u>	<u>\$41,775.30</u>	<u>\$275.15</u>	<u>841,009</u>	<u>\$42,050.45</u>
<u>NON-SIGNATORY/AV GAS TOTAL</u>	<u>37,836</u>	<u>107</u>	<u>\$1,891.79</u>	<u>\$5.35</u>	<u>37942.7</u>	<u>\$1,897.14</u>
FBO TOTALS	873,341.7	5,610	\$43,667.09	\$280.50	878,951.7	\$43,947.59
 <u>RESIDENT CORPORATE:</u>						
AMP					649,371	\$32,468.55
Select Transport @ \$.07/GAL.					46,463	\$3,252.41
Hershey					160,937	\$8,046.85
RiteAid					225,651	\$11,282.55
*RESIDENT CORPORATE TOTAL					1,082,422	\$55,050.36
 GRAND TOTAL					12,210,250.7	\$611,441.80

Footnote: All Fuel Flowage Commissions Collected @ \$.05/gal.
Unless Otherwise Noted

9/22/99

HARRISBURG INTERNATIONAL AIRPORT
FUEL FLOWAGE
CALENDAR YEAR 1998

<u>SIGNATORY PASSENGER AIRLINES:</u>	TOTAL GALLONS	TOTAL FUEL FLOWAGE FEE	FBO
Air Ontario	328,700	\$16,435.00	Stambaugh
Atlantic Coast - United Express	69,133	\$3,456.65	Stambaugh
American Airlines	1,302,286	\$65,114.30	Stambaugh
Comair Airlines	331,185	\$16,559.25	Stambaugh
Continental Airlines	160,413	\$8,020.65	Piedmont
Delta Airlines	1,369,148	\$68,457.40	Piedmont
Mesaba Aviation	88,496	\$4,424.80	Piedmont
North West Airlines	918,900	\$45,945.00	Piedmont
United Airlines	1,091,373	\$54,568.65	Stambaugh
USAir	1,551,533	\$77,576.65	Stambaugh
USAir Express	907,394	\$45,369.70	Piedmont
PASSENGER TOTAL	8,118,561	\$405,928.05	
 <u>SIGNATORY CARGO AIRLINES:</u>			
Airborne Express	152,591	\$7,629.55	Piedmont
Burlington Air Freight	505,209	\$25,260.45	Piedmont
Emery	605,365	\$30,268.25	Stambaugh
Federal Express	1,369,594	\$68,479.70	Stambaugh
Federal Express Feeder	80,541	\$4,027.05	Stambaugh
Superior Airlines	2,390	\$119.50	Stambaugh
UPS	419,786	\$20,989.30	Piedmont
CARGO TOTAL	3,135,476	\$156,773.80	
 <u>STAMBAUGH</u>			
NON-SIGNATORY/JET A TOTAL	659,584	\$32,979.20	Stambaugh
NON-SIGNATORY/AV GAS TOTAL	32,430.3	\$1,621.52	\$34,600.72
 <u>PIEDMONT</u>			
NON-SIGNATORY/JET A TOTAL	343,320	\$17,166.00	Piedmont
NON-SIGNATORY/AV GAS TOTAL	7,103	\$355.15	\$17,521.15
 FBO TOTALS	1,042,437.3	\$52,121.87	
 <u>RESIDENT CORPORATE:</u>			
AMP	607,205.6	\$30,360.28	
Select Transport @ \$.07/GAL.	38,607	\$2,702.49	
Hershey	179,650	\$8,982.50	
RiteAid	296,029	\$14,801.45	
 RESIDENT CORPORATE TOTAL	1,121,491.6	\$56,846.72	8.5%
 STAMBAUGH TOTAL	7,424,114.3	\$371,205.72	55.3%
PIEDMONT TOTAL	4,872,360.0	\$243,618.00	36.3%
 GRAND TOTAL	13,417,965.9	\$671,670.44	100%

*Footnote: All Fuel Flowage Commissions Collected @ \$.05/gal.
Unless Otherwise Noted*

9/22/99

HARRISBURG INTERNATIONAL AIRPORT
FUEL FLOWAGE
CALENDAR YEAR 1999
(Information Received To Date)

<u>SIGNATORY PASSENGER AIRLINES:</u>	<u>TOTAL GALLONS</u>	<u>TOTAL FUEL FLOWAGE FEE</u>	<u>FBO</u>
Air Ontario	230,693	\$11,534.65	Stambaugh
Atlantic Coast - United Express	66,907	\$3,345.35	Stambaugh
American Airlines	872,921	\$43,646.05	Stambaugh/Aero Services
Comair Airlines	253,008	\$12,650.40	Stambaugh
Continental Airlines	144,289	\$7,214.45	Aero Services
Delta Airlines	1,164,079	\$58,203.95	Aero Services
Mesaba Aviation	62,615	\$3,130.75	Aero Services
North West Airlines	641,078	\$32,053.90	Aero Services
TWA	43,047	\$2,152.35	Aero Services
United Airlines	1,195,170	\$59,758.50	Stambaugh
USAir	869,539	\$43,476.95	Stambaugh
USAir Express	628,529	\$31,426.45	Aero Services
PASSENGER TOTAL	6,171,875	\$308,593.75	
<u>SIGNATORY CARGO AIRLINES:</u>			
Airborne Express	104,754	\$5,237.70	Aero Services
Burlington Air Freight	385,144	\$19,257.20	Aero Services
Emery	358,523	\$17,926.15	Stambaugh
Federal Express	934,678	\$46,733.90	Stambaugh
Federal Express Feeder	46,720	\$2,336.00	Stambaugh
Superior Airlines	0	\$0.00	Stambaugh
UPS	371,564	\$18,578.20	Aero Services
CARGO TOTAL	2,201,383	\$110,069.15	
<u>STAMBAUGH</u>			
NON-SIGNATORY/JET A TOTAL	627,503	\$31,375.15	Stambaugh
NON-SIGNATORY/AV GAS TOTAL	17,025.9	\$851.30	\$32,226.45
<u>AERO SERVICES</u>			
NON-SIGNATORY/JET A TOTAL	243,019	\$12,150.95	Aero Services
NON-SIGNATORY/AV GAS TOTAL	23,786	\$1,189.30	\$13,340.25
FBO TOTALS	911,333.9	\$45,566.70	
<u>RESIDENT CORPORATE:</u>			
AMP	153,403.0	\$7,670.15	
Select Transport @ \$.07/GAL.	30,880	\$2,161.60	
Hershey	96,847	\$4,842.35	
RiteAid	218,416	\$10,920.80	
RESIDENT CORPORATE TOTAL	499,546.0	\$25,594.90	5.2%
STAMBAUGH TOTAL	5,472,687.9	\$273,634.40	55.9%
AERO SERVICES TOTAL	3,768,857.0	\$188,442.85	38.5%
GRAND TOTAL	9,784,137.9	\$489,824.50	100%

*Footnote: All Fuel Flowage Commissions Collected @ \$.05/gal.
 Unless Otherwise Noted*

Exhibit F

Based Aircraft

Robert Hendricks

From: Airport Operations
Sent: Wednesday, June 16, 1999 4:19 PM
To: Robert Hendricks
Subject: Based Aircraft at MDT

Bob, here is what we have based here at MDT. AMPs planes have been sold and are no longer on the field. This list takes that into account.

42 Dash 8-100 - all belonging to Allegheny (they are never all here at the same time)
4 single-engine prop planes - Stambaugh Aviation
2 single engine prop planes - Sutliff
3 jets - Hershey
3 jets - Rite Aid
2 jets - Select Aviation
1 jet - L.B. Smith

57 aircraft total based here at MDT.

Hope this helps you!

B.T.

Exhibit G

Annual Aircraft Operations

1998 HIA OPERATIONS	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTAL
AIR CARRIER (AC)													
AIR CARRIER (AC)	1702	1585	1709	1640	1689	1678	1743	1765	1597	1830	1673	1790	20401
AIR TAXI (AT)	2301	2306	2556	2730	2699	2635	2764	2609	2732	2950	2775	2923	31980
GENERAL AVIATION (GA)													
CIVIL (LOCAL)	1177	1259	1396	1558	1439	1455	1548	1544	1747	1739	1358	1321	17541
	192	284	272	492	226	318	614	626	532	444	338	290	4628
SUBTOTAL	1369	1543	1668	2050	1665	1773	2162	2170	2279	2183	1696	1611	22169
MILITARY (MIL)													
MILITARY (LOCAL)	305	424	365	327	341	318	412	506	554	712	335	412	5011
	200	358	262	356	288	234	318	468	616	830	286	462	4678
SUBTOTAL	505	782	627	683	629	582	730	974	1170	1542	621	874	9689
TOTAL	6877	6216	6580	7103	6682	6658	7389	7518	7778	8505	6765	7198	84239

works two shifts, seven days a week. Mechanics are on call for the times when the normal shifts are not working. Hiring of ramp service employees includes a review of applications and resumes. After an interview, the five-year work history is verified. If employed, the employee is entered into the SAS Drug Free Workplace Program. Mechanics, when hired, are entered into the FAA Anti Drug and Alcohol Programs.

(5.) *Employee Training and Recruitment Program.* As stated above, SAS is in the midst of a recruitment program for its current operations, which include the FBO Function. The FBO is a separate function within the Company, and trains the Fuel and Ground Handling personnel in Security, Fueling on aircraft specific manuals, Ground Handling on equipment specific operation, Drug, and Alcohol requirements, the drug testing program, and the employee benefits. Additionally, the employees are given the company medical and leave policy as well as the expectations on comportment. Recruiting is taking place with several technical schools and on the general industry news networks.

(6.) *Subtenants and Subcontractors.* This section is fully discussed within the Business Plan, and includes the use of subcontractors for the rendering of the other FBO services that are discussed in the FAA Advisory Circular, as well as the use of Subtenants in order to employ the extensive space of the AMP/TYCO building to its highest and best use.

Financial Questionnaire

See the attached document.

List of Current References and Operations

Attachments